

RJ REYNOLDS

TOBACCO COMPANY

COPY

March 6, 1997

RJR Account #154180

Mr. J. Derigo
DERIGO SALES

S. R. MacLEOD
Region Operations Mgr

150 Lawrence Bell Drive
Suite #108
Williamsville, NY 14221
(716) 634-9232
Fax (716) 634-3145

APRIL DORAL Box 100 B1G1F / PROMOTION #700447

Dear John:

DORAL B1G1F *pre-sleeved* product has been ordered (see quantities listed below), as well as 150 skus of 4-carton displays (Item #526424) to pack the above promotion for your participating retail accounts. All additional pertinent promotional information is listed below:

#/ (6M) Cases

<u>B1G1F</u>	<u>STYLE</u>	<u>UPC Code</u>
<u>10</u>	<i>Full Flavor Box 100</i>	12300-23993
<u>10</u>	<i>Light Box 100</i>	12300-23994

Product / Premium Arrival:

March 31, 1997

Ship Date to Retail:

Week of: April 7, 1997

SKU CUBE:

0.2618

SKU WT (w/o Product):

0.7600 lbs

Retail Sales Offer per Sku:

20 units

Billing per Sku:

2 Savings Cartons

EFT \$ Amount:

\$861.71

Non-EFT \$ Amount:

\$N/A

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B1G1F

DERIGO SALES

Promotion Description:

Utilize 4-Carton Shipper Display. Place 20 *pre-sleeved* B1G1F units each of *Doral FF Box 100* and *Doral Lt Box 100* into the 4-Carton Shipper Display.

SHIP TWO (2) DISPLAYS TO EACH ACCOUNT ON THE ATTACHED CUSTOMER LIST

A list of accounts authorized to receive packed displays is attached. RJR will reimburse you \$14.00 per live 12M case for all displays packed and shipped to retail on a timely basis. This equates to \$70.00 (5 (12M) case(s) @ \$14.00). Payment will be made as soon as possible once verification is received that all displays have been shipped to retail.

As always, thanks for your assistance in the marketing of our products.

Sincerely,

Judy

J. Campbell
Promotional Coordinator / 1610
/jc
cc: C. Alessandra

Note to RJR Manager:

Upon verification of shipment to retail, notify Judy (#1610) for payment distribution to account.

V-DORBOX.DOC

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WHOLESALE: 154180 DERIGO SALES. INC

INSTRUCTIONS: DORAL BOX BIG1F INTRODUCTION:
 DORAL LIGHT BOX 100 / DORAL FULL FLAVOR BOX 100
 SHIP (2) DISPLAYS TO EACH RETAIL ACCOUNT

Supplier	Account	Territory	Name	Address	City	State	Chain ID	CCP	Volume
LIE0897	128682	1626 01	MIKE REXFORD SERVICE	1940 NIAGARA FALLS B	TONAWANDA	NY	A 12		128
	128934	1626 01	KENYON #778/DYNAWASH	2905 MAIN ST	NEWFANE	NY	1895-00-00	A 00	75
	311007	1626 01	LIER'S DELI	897 TONAWANDA ST	BUFFALO	NY	A 24		158
	317286	1626 01	LINCOLN PK.PHRM.4328	540 NIA. FALLS BLVD.	BUFFALO	NY	A 12		112
	396744	1626 01	B-KWIK MKT #56	740 TONAWANDA ST	BUFFALO	NY	1435-00-00	A 12	99
	396875	1626 01	BILLS DEL	32 ALLEN ST	BUFFALO	NY	A 12		118
	396895	1626 01	HOLLY FARMS MARKET	233 - 235 ALLEN ST.	BUFFALO	NY	A 24		150
	397310	1626 01	HERTEL NEWS	1416 HERTEL AVE	BUFFALO	NY	A 12		101
	398087	1626 01	7-11 #16725	437 DAVISON RD	LOCKPORT	NY	0001-04-02	A 12	120
	398665	1626 01	CFM #33-015	3030 SWEET HOME RD	AMHERST	NY	0990-00-00	A 12	110
	398795	1626 01	B&B CIGAR STORE	2006 MAIN ST	NIAGARA FALLS	NY	A 12		80
	460480	1626 01	JOE'S SERVICE CENTER	1602 ELMWOOD AVE	BUFFALO	NY	A 12		113
	496766	1626 01	ALLENTOWN FOOD SHOPE	76 ELMWOOD AVE	BUFFALO	NY	A 24		108
SAD0089	497268	1626 01	STOP N GAS #11	8811 NIAGARA FALLS BLVD	NIAGARA FALLS	NY	1260-00-00	A 00	149
	574995	1626 01	QUICK CHECK FOOD MRT	2580 ELMWOOD AVE	BUFFALO	NY	A 12		122
	576389	1626 01	FAMILY CORNER STORE	380 CONNECTICUT ST	BUFFALO	NY	A 12		134
	597977	1626 01	ZIPPS FOOD & BEV.	896 NIAGARA ST	BUFFALO	NY	A 12		129
	658852	1626 01	COLVIN-COVENIENT	630 COLVIN AVE	BUFFALO	NY	A 12		116
	691528	1626 01	M&R FASTSTOP	221 OLIVER ST	N TONAWANDA	NY	A 12		98
	714672	1626 01	FAST CONVENIENT FOOD	410 HINDS ST	TONAWANDA	NY	A 01		66
	738580	1626 01	SHERIDAN CONV. MART	1066 SHERIDAN DR	TONAWANDA	NY	A 12		144
	744008	1626 01	PARKSIDE MARKET INC.	1150 SHERIDAN DR	TONAWANDA	NY	A 12		100
	764456	1626 01	HOLLY FARMS	424 PEARL ST	BUFFALO	NY	A 00		58
	765275	1626 01	KWK SHOP	185 ESSER AVE	BUFFALO	NY	A 12		121
SAD0089	765413	1626 01	SADO GAS #7	4004 LAKE AVE	LOCKPORT	NY	1260-00-00	A 00	149
PRI0326	809737	1626 01	PRICE RITE MARKET	324-26 W. DELEVAN	BUFFALO	NY	A 12		120
	396913	1626 02	DEXTER DRUG	1453 JEFFERSON AVE	BUFFALO	NY	A 12		177
	397117	1626 02	PIKE'S PEAK DELI	1318 FILLMORE AVE	BUFFALO	NY	A 12		120
	398017	1626 02	MISTER BILLS	8 VERNON ST	MIDDLEPORT	NY	A 12		100
	467548	1626 02	FOOD PLUS	414 E AMHERST ST	BUFFALO	NY	A 12		100
	525296	1626 02	ARTS MOBIL #08435	2633 GENESEE ST	BUFFALO	NY	A 24		127
	615954	1626 02	RIGHT PRICE MARKET	1351 KENSINGTON AVE	BUFFALO	NY	A 12		75
	634670	1626 02	APLUS MINI MART(F)	4401 UNION ROAD	CHEKTOWAGA	NY	0362-01-02	A 24	180
	660888	1626 02	WE NEVER CLOSE	1054 ELMWOOD AVE	BUFFALO	NY	A 04		76
	672361	1626 02	EAGLE EXPRESS SHOPS	5380 GENESEE ST	BOWMANSVILLE	NY	A 12		109
	674960	1626 02	CONVENIENT FOOD	364 EGGERT RD	BUFFALO	NY	A 12		26
	705604	1626 02	IMPERIAL FOOD MKT	3039 BAILEY AVE	BUFFALO	NY	A 12		109
	705606	1626 02	WALDEN CONVENIENT	599 WALDEN AVE	BUFFALO	NY	A 12		106
	715443	1626 02	SHOP EXPRESS FOOD	1 MARINE DR	BUFFALO	NY	A 00		
CHA0104	812664	1626 02	CHAPMAN'S MKT	9202 RIDGE RD	MIDDLEPORT	NY	A 12		97
	67574	1626 03	HILBERT MOBIL 08D9X	2793 SENECA ST	WEST SENECA	NY	A 24		256
	128482	1626 03	DIAMOND OIL	1069 WALDEN AVENUE	BUFFALO	NY	A 00		25
PRI2D97	128582	1626 03	BUZZ N BEE(PRIN-SEN)	2097 SENECA ST	BUFFALO	NY	A 24		190
GAS4100	128642	1626 03	STOP N GAS #4	4100 SENECA ST	WEST SENECA	NY	1260-00-00	A 00	289
	324641	1626 03	FAST SERVICE DELI	291 JEFFERSON AVE	BUFFALO	NY	A 00		60
GAS0001	357756	1626 03	STOP N GAS #2	1525 WILLIAM ST	BUFFALO	NY	1260-00-00	A 00	224
	396973	1626 03	PARKSIDE DRUG	975 BROADWAY ST	BUFFALO	NY	C 24		1810
	396994	1626 03	B-KWIK MKT #66	1989 SENECA ST	BUFFALO	NY	1435-00-00	A 00	220
	397015	1626 03	CLINTON MINI MARKET	1880 CLINTON ST	BUFFALO	NY	A 24		220
	397169	1626 03	BROTHERS DELI	1338 ELECTRIC AVE	LACKAWANNA	NY	A 24		165

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SIS - VAP SCROLL LIST

IMS904B1 PAGE: 018

WHOLESALE: 154180 DERIGO SALES, INC

INSTRUCTIONS: DORAL BOX BIG1F INTRODUCTION:
 DORAL LIGHT BOX 100 / DORAL FULL FLAVOR BOX 100
 SHIP (2) DISPLAYS TO EACH RETAIL ACCOUNT

Supplier	Account	Territory	Name	Address	City	State	Chain ID	CCF	Volume
	397614	1626 03	JOHN'S TOBACCO	403 MAIN ST	BUFFALO	NY	A 12	103	
	397924	1626 03	CFM #33-017	3470 WALDEN AVE	DEPEN	NY	0990-00-00	A 24	133
	462442	1626 03	B & S MINI MART	1199 SENECA ST	BUFFALO	NY	A 24	410	
	470390	1626 03	DAILY NEWS & NUMBERS	999 BROADWAY ST	BUFFALO	NY	A 24	308	
	481046	1626 03	BROADWAY MINI MART	350 BROADWAY ST	BUFFALO	NY	A 12	101	
STA3856	488478	1626 03	STADIUM MOBIL #8	3856 SOUTHWESTERN BLVD	ORCHARD PARK	NY	1260-00-00	A 00	259
	522920	1626 03	HAPPY CORNER STORE	505 S. PARK AVE.	BUFFALO	NY	A 24	172	
	579726	1626 03	STOP N GAS #9	2111 CLINTON ST.	WEST SENECA	NY	1260-00-00	A 00	369
	620303	1626 03	STOP N GAS #6	4878 LAKE SHORE RD	HAMBURG	NY	1260-00-00	A 00	158
	641384	1626 03	M&A FOOD MARKET	473 JEFFERSON AVENUE	BUFFALO	NY	A 24	130	
	641572	1626 03	E. FERRY CLOVER FARM	436 E. FERRY & WOHLERS	BUFFALO	NY	A 24	113	
154180	655757	1626 03	LOVEJOY FOOD & BEVER	1196 E LOVEJOY	BUFFALO	NY	A 24	221	
	669476	1626 03	ABBOTT CONVENIENCE	1849 ABBOTT RD	LACKAWANNA	NY	A 24	103	
	683061	1626 03	STOP N GAS #14	3287 S PARK AVE	LACKAWANNA	NY	1260-00-00	A 00	398
	719755	1626 03	SAMI EXPRESS	880 FILLMORE AVE	BUFFALO	NY	A 12	104	
GAS0363	764711	1626 03	STOP N GAS #10	363 HOPKINS ST	BUFFALO	NY	1260-00-00	A 00	595
GAS4101	764723	1626 03	STOP N GAS #12	6685 SOUTHWESTERN BLVD	HAMBURG	NY	1260-00-00	A 00	94
ST00166	764734	1626 03	STOP N GAS #1	166 FILLMORE AVE	BUFFALO	NY	1260-00-00	A 00	294
GAS4101	765363	1626 03	STOP N GAS #13	4100 SAINT FRANCIS D	HAMBURG	NY	1260-00-00	A 00	288
YOR1225	357767	1626 06	YORKSHIRE SERV #5	12252 OLD OLEAN ROAD	YORKSHIRE	NY	1260-00-00	A 00	100
	398620	1626 06	MATTS NEWS	93 E 3RD ST	DUNKIRK	NY	A 24	131	
SAD9718	514559	1626 06	MACHIAS MINI MART #3	9718 OLEAN ROAD	MACHIAS	NY	1260-00-00	A 00	74
GAS4101	764775	1626 06	SADO GAS #13	GAS N GO 6889 LAKESHORE	DERBY	NY	1260-00-00	A 00	50

Total Accounts 73

9.7

146 Displays

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GHCP18RN1610XX TEMPORARY PAYMENT DETAIL REPORT

04/15/97

ACCOUNT NUMBER: 154180 DERIGO SALES, INC
VOUCHER NUMBER: 15350122 3780 HARLEM RD
DATE WRITTEN: 04/15/97 BUFFALO , NY 14215
STATUS: PAID
AMOUNT PAID: 70.00 SEND CHECK TO: ROU

DESCRIPTION	UNITS	AMOUNT
'97 VAP PK & SHP	5.00	70.00

EXPLANATION: DORAL BOX B1G1F/#700447/CA

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